

## Message Text

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PAGE 01 PEKING 01718 080336Z  
ACTION COME-00

INFO OCT-01 EA-10 ISO-00 L-03 FRB-03 OMB-01 ITC-01  
SP-02 ICA-11 AGRE-00 AID-05 CIAE-00 EB-08 INR-10  
IO-13 LAB-04 NSAE-00 OIC-02 SIL-01 STR-07 TRSE-00  
CEA-01 SS-15 /098 W  
-----107593 082350Z /70

R 080147Z JUN 78  
FM USLO PEKING  
TO SECSTATE WASHDC 0992  
INFO AMCONSUL HONG KONG

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FOR COMMERCE

E.O. 11652: NA  
TAGS: EAGR ETRD CH

SUBJ: CHINESE INTEREST IN U.S. PRODUCT INFORMATION

1. DURING A RECENT CONVERSATION WITH THE SHE MING-CHIEH OF THE TECHNICAL EXCHANGE DEPARTMENT OF THE CCPIT, USLO OFFICER HAD AN OPPORTUNITY TO ASK WHICH US PRODUCTS HAD THE BEST POTENTIAL FOR EXPORT TO CHINA, SHE, WHILE NOT REPLYING DIRECTLY, INDICATED THAT THERE ARE A NUMBER OF AREAS WHICH HIS DEPARTMENT WOULD LIKE MORE INFORMATION ABOUT US TECHNOLOGY AND EQUIPMENT. IN PARTICULAR, HE REQUESTED GENERAL (NONTECHNICAL) LITERATURE AND PRODUCT INFORMATION ON THE FOLLOWING SUBJECTS: (A) TRACTOR, IMPLEMENTS (I.E. ATTACHMENTS TO TRACTORS), PUMPS AND OTHER AGRICULTURAL EQUIPMENT; (B) STEEL PRODUCTION TECHNOLOGY. IN ADDITION, SHE STATED HIS DEPARTMENT NEEDED MORE INFORMATION ON (C) ELECTRIC POWER GENERATING EQUIPMENT, (D) PETROLEUM EXPLORATION, (E) SHIPBUILDING, (F) MINING TECHNOLOGY AND EQUIPMENT, AND (G) "SPECIALIZED

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PAGE 02 PEKING 01718 080336Z

INSTRUMENTS FOR SCIENTIFIC ANALYSIS."

2. USLO OFFICER NOTED THAT A GREAT DEAL OF INFORMATION IS ALREADY BEING PROVIDED TO THE FOREIGN TRADE CORPORATIONS, ESPECIALLY MACHIMPEX AND TECHIMPORT. SHE REITERATED THAT THE CCPIT TECHNICAL EXCHANGE DEPARTMENT WOULD APPRECIATE RECEIVING LITERATURE SEPARATELY FOR ITS OWN

BACKGROUND AND TO RESPOND TO DIRECT INQUIRIES FROM END-USERS. (COMMENT: DESPITE THE LARGE AMOUNT OF PRODUCT INFORMATION PROVIDED BY US FIRMS, A NUMBER OF CHINESE OFFICIALS HAVE MENTIONED TO US RECENTLY THAT THEY DO NOT HAVE SUFFICIENT DETAILS ON US EQUIPMENT. WE ASSUME THIS MEANS THAT THE JAPANESE AND EUROPEANS ARE SUPPLYING INFORMATION IN EVEN GREATER QUANTITIES).

3. ACTION REQUESTED: WOULD APPRECIATE USDOC ASSISTANCE IN OBTAINING GENERAL INFORMATION, STUDIES, AND PRODUCT LITERATURE AS MENTIONED IN PARA 2(A) THROUGH (B) ABOVE. WE BELIEVE THIS WOULD BE AN EXCELLENT OPPORTUNITY TO EXPAND USG CONTACTS WITH CCPIT AND WOULD LIKE TO PRESENT THESE MATERIALS DIRECTLY TO THE TECHNICAL EXCHANGE DEPARTMENT. THEREFORE WE WOULD APPRECIATE EXPEDITIOUS SHIPMENT VIA AIR POUCH, MARKED FOR ECONOMIC/COMMERCIAL SECTION. FOR TOPICS INDICATED PARA 2(C) THROUGH (G) SUGGEST USDOC CONTACT APPROPRIATE US FIRMS TO SEND INFORMATION DIRECT. (RE: 2(D), WE CAN FOLLOW UP IN PEKING WITH AGENTS AND REPRESENTATIVES OF US FIRMS WHO SPEND CONSIDERABLE TIME HERE).

4. SINCE WE DO NOT BELIEVE THAT SHE'S OFFHAND REMARKS CONSTITUTE A COMPLETE LIST OF AREAS OF POSSIBLE CHINESE INTEREST (E.G., THE STRESS ON AGRICULTURE MAY REFLECT THE RECENT CCPIT INVOLVEMENT IN PREPARING FOR THE LIMITED OFFICIAL USE

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PAGE 03 PEKING 01718 080336Z

AGRICULTURAL MECHANIZATION DELEGATION), WE SUGGEST THAT USDOC RECOMMEND THAT AMERICAN FIRMS CONSIDER INCLUDING THE TECHNICAL EXCHANGE DEPARTMENT OF THE CCPIT AS A REGULAR RECIPIENT FOR PRODUCT LITERATURE. (NOTE: WE BELIEVE THESE MATERIALS WILL SUBSEQUENTLY BE SENT TO THE CHINA CENTER FOR LITERATURE CONCERNING NEW FOREIGN PRODUCTS, WHICH CCPIT APPARENTLY SUPERVISES.)

5. WE ARE SENDING TO USDA A SEPARATE REQUEST FROM SHE MING-CHIEH FOR INFORMATION ON SOIL RECLAMATION AND AGRICULTURAL CHEMICALS.  
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## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE DATA  
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**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Unique ID:** 00  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Review Transfer Date:**  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014